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## SBA's Monthly News Update

*-Serving Colorado, Montana, North Dakota, South Dakota, Utah and Wyoming-*

Newsline Eight is circulated to our resource and lending partners by SBA's Region Eight Office  
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### **Regional Administrator's Update by Elton "Mick" Ringsak**

#### **Get Your FREE 2008 IRS Tax Calendar for Small Businesses and the Self-Employed.**

The 2008 IRS Tax Calendar for Small Businesses and the Self-Employed (Pub 1518 and Pub 1518SP, Catalog 12350Z) is a ready resource to help small business owners meet their tax obligations. The 36 page, 12-month wall calendar, available in English (<http://www.irs.gov/pub/irs-pdf/p1518.pdf>) and Spanish (<http://www.irs.gov/pub/irs-pdf/p1518sp.pdf>), is chocked full with useful information on general business taxes, electronic filing and paying options, retirement plans, business publications and forms, common tax filing dates, and much more. Each page highlights different tax issues and tips that may be relevant to small-business owners, with room on each month to add notes, state tax dates or business appointments. As an added feature for 2008, you can now import the tax calendar into Microsoft Outlook and iCal. For an online version of the tax calendar, visit [www.IRS.gov](http://www.irs.gov), keyword: tax calendar. Copies of the tax calendar can also be ordered online at or by calling the National Distribution Center at (800) 829-3676. To learn about other IRS products and services, subscribe to e-News for Small Businesses. To start your FREE subscription to e-News, just go to [IRS.gov](http://www.irs.gov).



### **"In Your Corner" by Jim Henderson, Small Business Advocate**

The Office of Advocacy announced the 2008 Top 10 Current Rules for Review and Reform on February 28<sup>th</sup>. The Top 10 were drawn from over 80 rules nominated by small business owners and their representatives in response to Advocacy's Regulatory Review and Reform (r3) initiative. The 2008 Top 10 rules have been transmitted to the appropriate federal agencies for their actions. "The strongest and most compelling cases made our 2008 Top 10 list of rules," said Thomas M. Sullivan, chief counsel for advocacy. "These rules, nominated by small business need to be reviewed by federal agencies to determine if they are outdated, ineffective, duplicative or overly complex.

Streamlining regulations could help to ease the disproportionate federal regulatory burden placed on small business." Advocacy created the r3 initiative as a way to address the cumulative burden of federal regulations that now costs our economy \$1.1 trillion per year, which is more per household than the average annual cost of health insurance.

The smallest of businesses bear the brunt of regulatory costs. According to Office of Advocacy research, they annually pay 45 percent more per employee to comply with federal regulations than big businesses do. In order to track action on the Top 10, Advocacy has posted the rules to its website [www.sba.gov/advo/r3](http://www.sba.gov/advo/r3), and an update of the status of agency reviews will be published twice a year.

## **District Office Reports: Your SBA Event Planner**



**Colorado – Understanding and Using Financial Statements Workshop to be held in Denver.** Are you intimidated by your financial statements? Do you lay awake at night worrying about your business' financial health? What is cash flow and how can I forecast my needs? Don't just roll the dice with your business – know what your financial statements are telling you and manage for success. This eight hour, two night workshop is designed to answer these questions. You will learn how to structure your financial statements so they reflect your business, and then tell you what you need to know. Key elements are identified that the most impact on your company's financial health. The next workshops will be held on Tuesday, March 18<sup>th</sup> and Thursday, March 20<sup>th</sup> – from 5:30 pm to 10 pm – at the DeVry University South Campus in Greenwood Village, CO. The registration cost is \$195 if done online. Call SCORE at 303-844-3985 for more information.

**Montana – Small businesses are invited to attend a free one-day workshop on "Cost and Pricing" to be held in Great Falls** on March 21, 2008, at the Great Falls Chamber of Commerce, 100 1<sup>st</sup> Ave. North, from 8:30 a.m. – 5:00 p.m. The training will be conducted by Paul Gunn and VBP Group, LLC. The "Cost and Pricing" workshops will highlight:

- Review of basic terminology associated with indirect rate and accounting system process
- Identification of typical business cost elements that make up indirect costs
- Examination of basic formulas, variables and structure of indirect rates



Firms that are eligible for the training workshop include: 8(a) certified firms, Small Disadvantaged Businesses (SDB), Disadvantaged Business Enterprises (DBE), HUBZone Firms, Small Disadvantaged Veteran-owned Businesses, firms that operate in areas of high unemployment or low incomes, and any other minority owned firms that are not included in any of the above categories. Those wishing to participate in these courses should visit [www.VBPgrouptraining.com](http://www.VBPgrouptraining.com) to register and for more information. For more information on how to receive federal contracting assistance from the SBA, visit [www.sba.gov/gcbd](http://www.sba.gov/gcbd) or call 406-441-1081.

**North Dakota – The “Grand Forks Air Force Base Vendor Day 2008” will be held on Wednesday, March 26 at the UND Center for Innovation and the Grand Forks Air Force Base.**

This free workshop will be held from 9:00am – 11:30am at the UND Center for Innovation, Skalicky Tech Incubator, Room 210, 4300 James Ray Drive, Grand Forks. Topics will include registration requirements, the bonding process, available small business programs, government contracts and assistance center information. The free Exhibit and Matchmaking Event will be held from 1:30pm – 4:30pm at the Grand Forks Air Force Base, located approximately 13 miles West of Grand Forks on US Highway 2. This event will be an opportunity for area businesses to meet with the central contracting squadron buyers and the over 200 credit (debit) card holders from various operating units at Grand Forks Air Force Base. Participating businesses will be provided with a 10' by 10' space, including a 6 to 8' table to showcase their products and services. Pre-registration is required for both sessions by March 20, 2008. For additional information and to obtain a Registration Form, visit [www.sba.gov/nd](http://www.sba.gov/nd) or contact Graham Pritchett 701-747-5256.



**South Dakota – On March 19<sup>th</sup>, the Sioux Falls Procurement Committee Presents – Selling to the Government: Getting Down to Business** at the Morningside Community Center, 2400 South Bahnson, Sioux Falls, from 10:00 a.m. to 3:00 p.m. This free event gives you the opportunity to talk to buyers from local, state and Federal Government agencies and learn what products they buy and what services are considered for procurement. For more information, call the South Dakota PTAC at (605) 367-5252 or the SBA’s South Dakota District Office at (605) 330-4243.

**Utah – U.S. Senator Robert Bennett, in conjunction with the Utah Rural Development Council, will host the Seventh Annual Rural business Conference** at the Carbon County Event Center in Price on March 25<sup>th</sup> and 26<sup>th</sup>. The conference’s keynote speaker, Procter & Gamble Group President David Taylor, will discuss procter & Gamble’s (P & G) decision to invest over \$300 million to build a new paper goods manufacturing plant in rural Box Elder County. Breakout sessions will focus on specific areas of interest to rural entrepreneurs including the future of coal, exporting to new markets, small business financing, increasing sales and effective networking. The SBA’s Stan Nakano and Steve Price will give a presentation on small business financing. Attendance at the event is \$25 and includes a reception March 25, breakfast and lunch March 26, and all conference sessions. For more information visit [www.ruralutah.com](http://www.ruralutah.com), or contact Senator Bennett’s office at (801) 524-5933.



**Wyoming – U.S. Sen. Mike Enzi** will be hosting the Inventors Conference on April 12, 2008 at the Northwest College, Powell, WY. Do you want to invent? Do you have an idea that you just don’t know how to take to the marketplace? Are you a home based business that has a product that needs to be patented or trademarked? Learn How to Turn Your Ideas Into Your Future! This event is free to the public. For more information contact [robin\\_bailey@enzi.senate.gov](mailto:robin_bailey@enzi.senate.gov) or call the SBA’s Wyoming District Office at 307-261-6500.

**If you have any questions about Newsline Eight or would like your name removed from the Newsline VIII Fax list, contact Chris Chavez at (303) 844-0501 or [christopher.chavez@sba.gov](mailto:christopher.chavez@sba.gov)**  
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**Newsline Eight can now be downloaded at [www.sba.gov/region8](http://www.sba.gov/region8)**